

Message Text

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PAGE 01 BELGRA 00099 081556Z

47

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

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R 081520Z JAN 75

FM AMEMBASSY BELGRADE

TO USDOC WASHDC

INFO SECSTATE WASHDC 1667

AMCONSUL ZAGREB

UNCLAS BELGRADE 0099

E.O. 11652: N/A

TAGS: BEXP YO

SUBJ: PRODUCT OPPORTUNITY:HOSPITAL EQUIPMENT

REF: STATE 271971

1. EMBASSY HAS CONTACTED 'JUGOLEK', WHICH INDICATED THAT, IN ADDITION TO MOTHERS' AND CHILDREN'S HOSPITAL, THEY PLAN TO BE INVOLVED IN ONLY ONE OTHER FULL-SCALE HOSPITAL PROJECT TTO BE EQUIPPED IN THE FORESEEABLE FUTURE. THIS HOSPITAL IS THE CLINICAL CENTER AT U. OF BELGRADE, WHICH IS STILL IN THE DESIGN STAGE AND WILL BE COMPLETED IN APPROXIMATELY TEN YEARS. SINCE EQUIPMENT FOR THIS HOSPITAL WILL NOT BE PROCURED FOR SEVERAL YEARS, THE PROJECT REFERRED TO IN U.S. FIRM'S INQUIRY IS PROBABLY MOTHER'S AND CHILDREN'S HOSPITAL. PLEASE NOTE, HOWEVER, THAT JUGOLEK ACTS AS AN IMPORTER FOR MEDICAL EQUIPMENT AND REGULARLY SUPPLIES EXISTING HOSPITALS.

2. EMBASSY ALSO CONTACTED DEPUTY DIRECTOR MOTHER'S AND CHILDREN'S HOSPITAL, DR. RODOLJUB DAVIDOVIC, WHO TOLD US THAT SERBIAN GOVT HAS NOT YET ALLOCATED FUNDS FOR PROJECT BUT HAS MADE A FINANCIAL COMMITMENT, WHICH HAS ENABLED HOSPITAL TO ARRANGE BANK CREDITS AND MAKE PURCHASE DECISIONS FOR SOME EQUIPMENT. IN SEPARATE CONVERSATION HOSPITAL DIRECTOR VUKAN CUPIC LAMENTED THAT SERBIAN AND BELGRADE CITY GOVT COMMITMENTS ARE BARELY ENOUGH FOR HOSPITAL'S MINIMUM REQUIREMENTS. TO MOVE BEYOND SHADOW OPERATION, CUPIC STATED, HOSPITAL REQUIRES ADDITIONAL FUNDS, ESPECIALLY FOR INTENSIVE CARE AND SURGICAL EQUIPMENT. HE PROMISED TO INFORM

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EMBASSY AS MONEY BECOMES AVAILABLE AND SALES OPPORTUNITIES DEVELOP.

3. WITH MONEY AS YET UNAVAILABLE FOR MORE THAN HOSPITAL'S MINIMUM REQUIREMENTS, USDOC SHOULD NOT DISCOURAGE U.S. FIRMS FROM RESPONDING TO INQUIRIES FROM JUGOLEK, BUT U.S. SUPPLIERS SHOULD NOT EXPECT IMMEDIATE SALES.

TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BELGRA00099
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750007-1057
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750171/aaaacjvq.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 271971
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 10 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 MAR 2003 by RicharJA>; APPROVED <17 FEB 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY:HOSPITAL EQUIPMENT
TAGS: BEXP, YO
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006